

PM-USA SECOND QUARTER FORECAST PERFORMANCE
VS. ORIGINAL BUDGET*

2045369392

	Actual	Through May 27	Through May	June 3
	UNITS			
ACTUAL	37.6			
FORECAST	28.3			
DIFF	(9.3)	9.3	8.7	9.0
<u>EXPLANATION</u>		<u>no change</u>		
CONSUMER TAKEAWAY	0.5	✓1.0	✓1.0	✓1.0
MARLBORO PROMOTION(5 FOR 4) ^{5.0}	—	✓1.5	✓1.5	✓1.5
NO PAYBACK ^{0.4}	0.4	✓4.0	✓4.0	✓4.0
MCLANE	4.0	✓2.1	✓1.9	✓2.1
MICHIGAN ACCOUNTS	2.1	✓0.1	✓-0.2	✓-0.2
OTHER ACCOUNT LIFO ORDERS AND EXCESS ³	0.8	✓0.8	✓0.5	✓0.7
<u>Grand Total</u>	-0.6			
TOTAL	1	9.3		

UNITS IN BILLIONS

*THROUGH MAY 27TH